Focus Program Evaluation Form - Period : October 31, 1994 through April 28, 1995

51850 7227

Updated Through Last Input : 6/6/95

Ship-to Account Name: PATERSON TOBACCO

Ship-to Account Number: 4889100

Plan Participation: (Check AorB) Plan A X Plan B

Customer SOM Determination:

RJR Beginning Period Base SOM: 17.5%

RJR Ending Program Period SOM: 17.6%

Result: (+/-) +0.1%

RJR Sales Less Than 105% of Purchases YES

RJR Cartons:	Qualified # Cartons Sold	Rate/Carton	Payment
Full Price	99,684	0.12	$11,962.08
Savings	26,981	0.08	$2,158.48
		Total Payment	$14,120.56

Participant Signature

Dist. — Title

6-13-95 — Date

R. J. Reynolds Tobacco Company

Comm Accts Mgr — Title

6/13/95 — Date

Source: https://www.industrydocuments.ucsf.edu/docs/tsvy0000